COMET BOURSE 35 rue Saint-Marc 75002 Paris

Edenred

# General May 11, 2022

### AN EVENT PROMOTING DIALOGUE WITH SHAREHOLDERS

#### OUR GENERAL MEETING IS BROADCAST LIVE ON EDENRED.COM IN FRENCH AND ENGLISH



Ask your questions orally or by video before the Q&A session using the dedicated system (DMI/MMA – <u>http://agd.dmint.net/edenred</u>)

Instructions for use are available on the General Meeting page of the Edenred.com website.

#### YOUR DOCUMENTS ARE AVAILABLE ON OUR WEBSITE EDENRED.COM

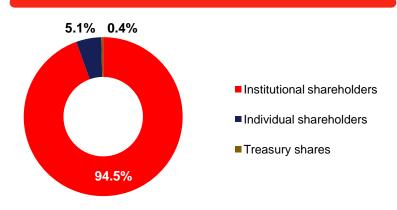






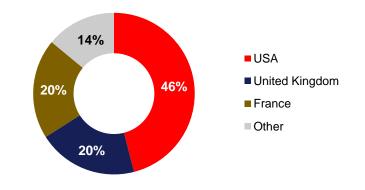
### **OUR SHAREHOLDER BASE IS STRONGLY INTERNATIONAL**

## FREE FLOAT STANDS AT 99.6% INCLUDING 5.1% OF INDIVIDUAL SHAREHOLDERS



Edenred's main shareholders	% shareholding	% voting rights
Capital World Investors	10.03%	9.83%
FMR LLC	6.09%	5.96%
Select Equity Group LP	5.02%	4.92%

#### INSTITUTIONAL SHAREHOLDERS ARE MOSTLY US-AND UK-BASED



French shareholding strengthened in 2021, from 14% at end-2020 to 20% at end-2021

### **INTENSE AND TRANSPARENT SHAREHOLDER DIALOGUE IN 2021**

#### **MEETING WITH INSTITUTIONAL SHAREHOLDERS**

 More than 1,300 investors met exclusively virtually, through the organization of 20 roadshows and participation in 16 investor conferences (e.g., European Fintech conference, SG Premium Review)

## SPECIAL ATTENTION PAID TO INDIVIDUAL SHAREHOLDERS

- More than 250 individual shareholders met in person with Edenred's participation in two meetings in Annecy and Biarritz
- Participation for the first year in the Investir Day fair
- Two letters to individual shareholders





#### AN AWARD-WINNING APPROACH

Winner of the Shareholder Democracy, Information Transparency and Quality of Communication award at the 2021 Grand Prix for Corporate Governance (Agefi)



Winner of the Transparency Grand Prize in the Website category and #7 in the Transparency Awards



 Winner of the Grand Prize for Diversity at the General Meeting and Diversity Grand Prix (Institut du Capitalisme Responsable)



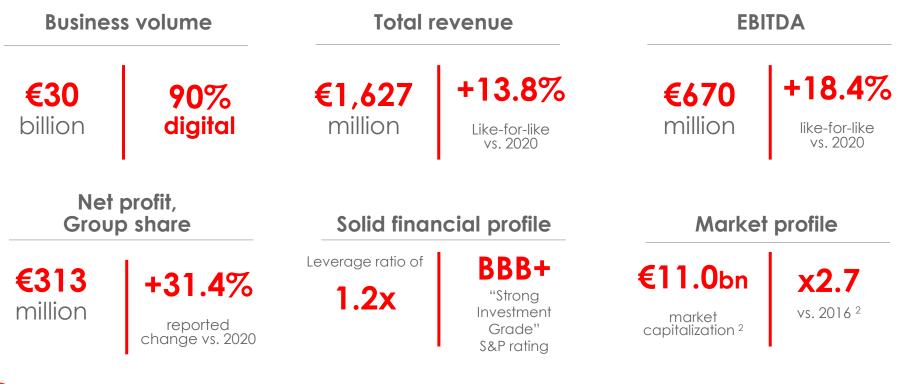
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EDENRED AT A GLANCE (1/2)

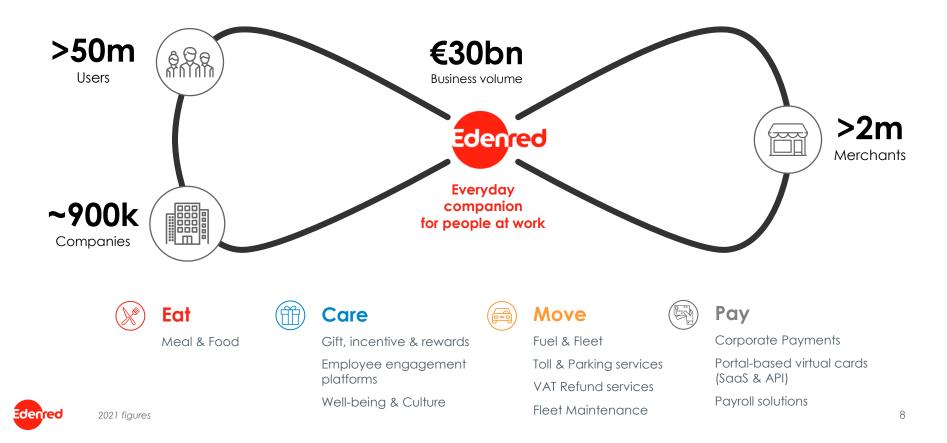


### EDENRED AT A GLANCE (2/2)

Strong commitments An international footprint **Diversity within teams** to the planet 34% 46% 25 60 10,000 45 women ecoservices reduction in nationalities **GHG** intensity<sup>1</sup> employees countries holding executive for mobility and positions fight against food vs. 2013 waste Non-financial Promoting employee Improving eating habits embedded in our DNA training >€1.5bn 57% of >€1.1bn 25% 85% of >160,000 users and employees hours meals paid merchants of long-term in financing linked thanks to executive to non-financial of training provided took at least one sensitized to Edenred compensation performance training course nutrition and food linked to CSR objectives waste criteria



# A UNIQUE PLATFORM INTERMEDIATING 50M+ USERS AND 2M AFFILIATED MERCHANTS IN 4 UNIVERSES



### A PORTFOLIO OF ~250 PROGRAMS

#### **EMPLOYEE BENEFITS**

#### 100+ programs

denred





### **FLEET & MOBILITY SOLUTIONS**

#### 80+ programs





#### COMPLEMENTARY SOLUTIONS

#### 50+ programs

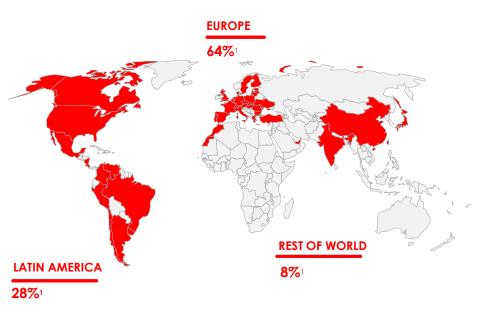




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### A GLOBAL LEADER

### Operating in 45 countries...



### ... with leading positions



~70% of operating revenue generated in geographies where Edenred is market leader



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# 2016-2021:

# Edenred has been disrupting itself and consequently leading the transformation of its markets

### **SELF-DISRUPTION SINCE 2016, AROUND FOUR PILLARS**

### **#1** Business profile

A balanced business profile supported by dynamic portfolio management

### #2 Technology & product

Revolutionizing tech and product approach to enlarge our portfolio of solutions and to offer an enriched omni-channel digital UX

### #3 Go-to-market

Deploying Edenred's go-to-market machine through both direct and indirect channels

### #4 ESG

Further integrating sustainable development into performance



### Business profile

# GROWING THE PORTFOLIO BEYOND MEAL BENEFITS AND IN DEVELOPED MARKETS

# Expanding range of solutions

Illustrative

- Multi-benefits solutions Beyond Food
- Beyond Fuel strategy
- Corporate Payment solutions

Focusing on highpotential markets

- Accelerating through selective acquisitions
- ~€1.5bn invested through
  20 deals since 2016



Exiting from markets with limited potential (e.g., the Netherlands, South Africa, Lebanon)

>

A robust & balanced business profile

- Solutions other than Meal and Food represent more than 50% of Group operating revenue
- Other Benefits represent more than 25% of Employee Benefits operating revenue
- Europe now represents more than 60% of Group operating revenue



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### Technology & product REVOLUTIONIZING OUR TECHNOLOGY & PRODUCT APPROACH

From	То
Paper	Digital
In-store user experience	Omnichannel user experience
Payment	<b>Enriched connections</b>
Standalone products	The everyday companion for people at work
Local IT systems	Global Tech stacks





### Technology & product FROM PAPER TO CARD TO DIGITAL ACCOUNTS

# **100%** of solutions launched are digital

**90%** of **business volume** was **digital** in 2021

### ACCESS DIGITAL ACCOUNT VIA MOBILE PAYMENT

**Bay G Pay** SAMSUNG & Pay

From physical-only payments in 2016 to 43 mobile payment programs in 22 countries in 2021

**x10** transactions in 3 years



### Technology & product

### DELIVERING A TOP-NOTCH OMNI-CHANNEL USER EXPERIENCE THANKS TO API PROPRIETARY TECHNOLOGY





- Embracing the rise of meal delivery platforms and quick commerce
- Connected with ~200 delivery partners in 23 countries
- Leveraging restaurant digitization in a post-Covid era
- First to launch QR code in-app payment with sunday









### Technology & product EDENRED, THE EVERYDAY COMPANION FOR PEOPLE AT WORK



**Sophia**, Finance professional, remote worker





Going to the restaurant; paying for lunch with my mobile using

🦻 sunday



Renting an electric

Cityscoot

scooter to visit

partners



Télétravail Edenred

Ordering a desk lamp to improve working conditions at home, among 4,000 references

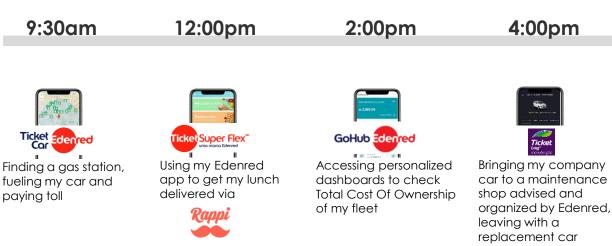


Enjoying a movie thanks to discounted ticket bought on Edenred Platform



**James,** Fleet manager, onsite worker

**Jenred** 



\_\_\_\_

7:00pm

Going in my favorite book shop to buy the latest best-seller

icketCulturo\*

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### **#4** ESG

Further integrating sustainable development into performance





A relief plan supporting the Edenred ecosystem

A selection of **83 initiatives** from local managers to:

- Protect Edenred employees
- Support partner merchants and users
- Support medical research





### ESG - Strong commitment SUSTAINABLE DEVELOPMENT, A KEY PRIORITY

### SOLUTIONS THAT POSITIVELY IMPACT USER BEHAVIOR



**ideal**progress





### ESG – Strong commitment 2021 HIGHLIGHTING MAJOR PROGRESS ON ESG COMMITMENTS

		2018	2020	2021
	DIVERSITY - % women among executive positions	21%	29%	34%
people	<b>TRAINING</b> - % employees who took at least one course, with the commitment of 100% employees receiving at least one CSR training course by 2025	79%	83%	85%
	SOLIDARITY - Number of days of volunteering	1,008	748	1,519
	EMISSIONS - % intensity reduction vs. 2013 (GHG <sup>1</sup> /m <sup>2</sup> )	-26%	-46%	<b>-46</b> %
planet	SERVICES - Number of environmentally friendly services	10	17	25
	<b>SOLUTIONS</b> - % eco-designed / recycled solutions 0 net paper as from 2021	16%	13%	19%
progress	NUTRITION AND FOOD WASTE - % food users and merchants sensitized to sustainable food <sup>3</sup>	30%	44%	57%
	ETHICS - % employee endorsement of Ethics Charter	82%	96%	<b>97</b> %
	<b>DATA PROTECTION</b> - % subsidiaries under common standard of compliance and employees educated about personal data issues	100% of European subsidiaries	100% of European subsidiaries	100% of European subsidiaries
benned	QUALITY - % subsidiaries quality-management-certified	41%	38%	<b>46</b> %

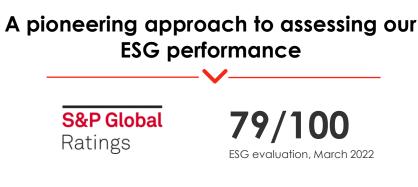
1 GHG: Greenhouse gas; 2 SBTI: Science Based Targets Initiatives – based on COP21 targets; 3 Nutrition and food waste; 4 WMEC: World's Most Ethical Company.

### ESG – Strong commitment RECOGNIZED ESG LEADERSHIP



Included in FTSE4Good index for the tenth year in a row





#### New recognition of Edenred's leadership

- 7<sup>th</sup> French listed company to be rated
- +11 pts vs. average rating worldwide



### ESG - Strong commitment ESG PERFORMANCE EMBEDDED IN EDENRED'S DNA

### "Enrich Connections. For Good."

Our purpose is based on the fulfillment of three sustainable development commitments:

### people

### planet

-52%

### 40%

women among executive position by 2030 greenhouse gas emissions intensity<sup>2</sup> reduction vs. 2013 by 2030 progress

### **85**%

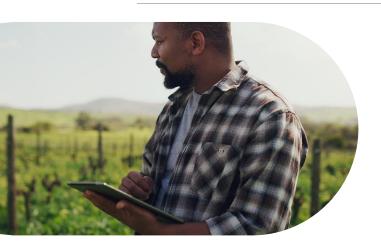
of merchants & users sensitized to sustainable food<sup>1</sup> by 2030

Integration of these 3 commitments in the long-term compensation plan for managers



# ESG – Solutions contributing to a better world **EXAMPLE: FOSTERING INCLUSION**





100% digital solution to easily, quickly and securely grant agricultural subsidies

\*

- Promoting the development of local agriculture
- Improving the standard of living of local farmers

**600,000** cocoa and coffee farmers eligible for the Farmer Gateway program



# ESG – Solutions contributing to a better world **EXAMPLE: PROMOTING GREENER COMMUTING**



#### Intuit's Climate Action Marketplace

**1 million US small businesses** have access to Edenred's solution to help them cut their GHG<sup>1</sup> emissions through alternative commuting options



#### Ticket Mobilité

150 shared- or micro-mobility partners Cityscoot 🛞 Line 🕖 ubeeqo 🏟 BlaBlaCar

> demain à véio

FREE2





### ESG – Solutions contributing to a better world EXAMPLE: CONTRIBUTING TO MORE SOLIDARITY

# Digital food aid card for elderly people in Romania



- Promoting the local economy thanks to a dedicated network of local shops
- 100% digital solution





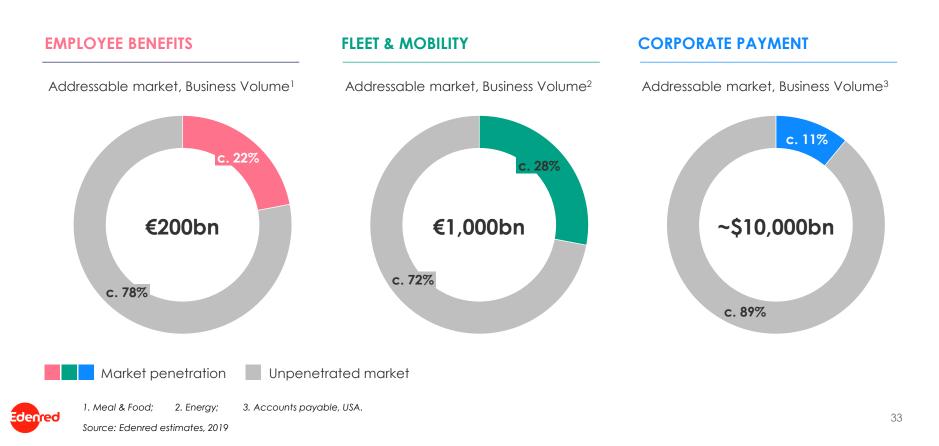


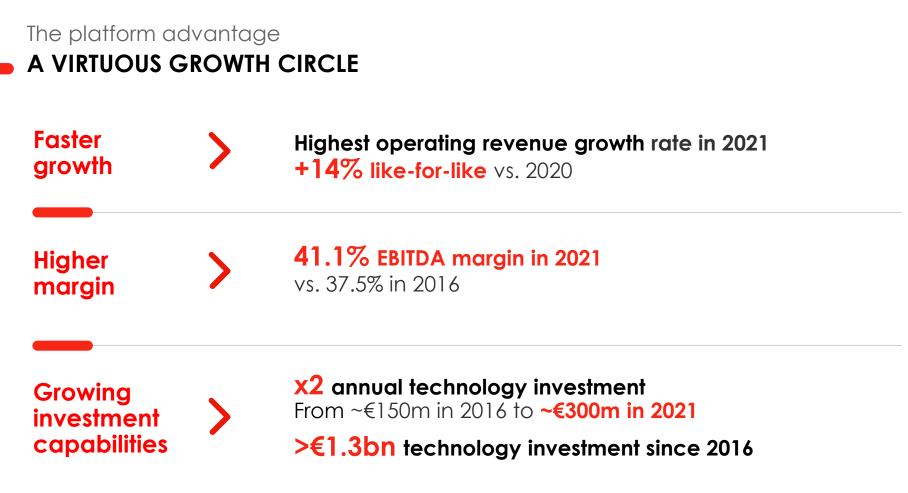
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# Leveraging the platform advantage to generate sustainable and profitable growth

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# The platform advantage **FAVORABLE TRENDS**

- 1. In a more connected, digital and contactless world, Edenred keeps on strengthening its digital leadership with continuous innovation
- 2. In a more remote working world, Edenred is developing new and innovative solutions
- 3. In a world seeking more responsible behavior, Edenred is a platform for good
- 4. In a corporate world seeking more efficient & secure payments, Edenred is digitalizing B2B payments



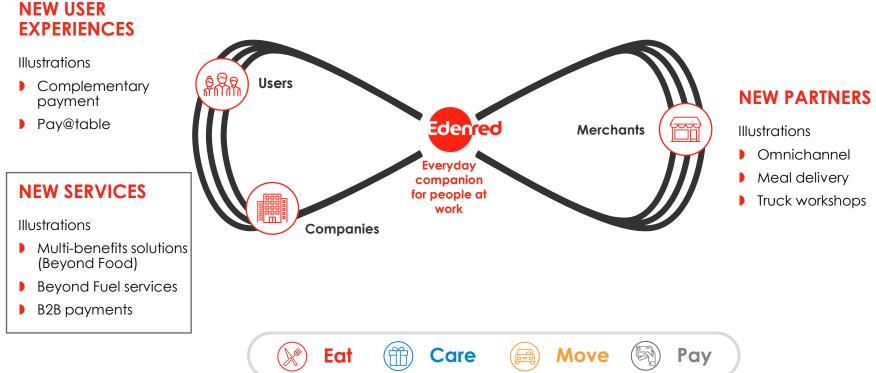








### The platform advantage LEVERAGING OUR ASSETS TO GROW BEYOND





### The platform advantage BEYOND FOOD: A MULTI-BENEFIT SOLUTION WITH A UNIQUE DIGITAL ACCOUNT

### More flexibility for users through digital and multi-product solutions





A unique digital account with separated balances

Unilover

**Five universes:** Food, Restaurants, Home-office, Education, Well-being

Illustration of client wins







- 6,500 eligible employees
- Fixed subsidy per employee for either meal or micromobility expenses
- Promoting local economy

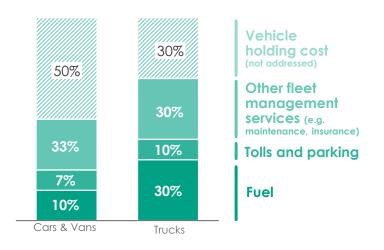




**BEYOND FUEL: BEING A ONE-STOP-SHOP FOR FLEET OWNERS/MANAGERS** 

# Fuel only represents 10% to 30% of total fleet costs

TYPICAL FLEET OPERATING COSTS<sup>1</sup> In %



Beyond Fuel strategy, creating a full connected ecosystem



MAINTENANCE MANAGEMENT



### **FINANCIAL SERVICES**



### **TOLLS AND PARKING**



FLEET OPTIMIZATION SERVICES THROUGH DATA-POWERED SOLUTIONS



### The platform advantage BEYOND FUEL: SUPPORTING THE PROGRESSIVE SHIFT TO ELECTRIC VEHICLES

# Fleet managers looking for simplicity regarding EVs



### EVs imply higher complexity

Multiples charging modes at multiple costs



Highly fragmented network of charging points

### Edenred well-positioned on this mediumterm shift

# A comprehensive offer on an underpenetrated market

- A pan-European multi-brand and multi-energy network (240,000 public electric charging points available in 32 European countries)
- One platform, one single invoice for all services, one source of data





### An opportunity to further grow on Light Fleet in Europe



### A successful transformation **OUTPERFORMANCE OF THE SBF 120 OVER THE LAST 6 YEARS**







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### **10,000 EMPLOYEES FROM DIVERSE BACKGROUNDS**



45% are less than 35

**37** average age

50% are women

>60 nationalities



### A CORPORATE CULTURE RELYING ON 5 CORE VALUES







## GENDER DIVERSITY IS A KEY CONCERN

### RECRUITMENT

- At least one candidate from the underrepresented gender must be on the shortlist of candidates
- If both candidates have the attitude and skills necessary for the position, then the person of the underrepresented gender will be selected
- Tracking of people input/output

### **RETENTION & PROMOTION**

- Internal mentoring program
- Representation of the underrepresented gender in the Group's talent programs:
  - Talent Week: 40%
  - Edenred Executive Academy: 35%
- Reinforcement of our talent management policy through a talent review and succession plan process
- 2021 gender equality index score:
  - Edenred France: 96/100

#### AWARENESS

- Two dedicated bodies to manage the topic of Diversity and Inclusion
- Mandatory module on diversity and inclusion on our e-learning platform EDU
- Local promotional campaigns on the topic
- Specific attention paid to the representation of the minority gender in the various internal events

### GENDER BALANCE IN GOVERNING BODIES

- A gender diversity target for the Top 400 which includes:
  - General Managers
  - Members of local management committees
  - The extended Executive Committee
  - Teams reporting directly to members of the Executive Committee





### **DIVERSITY AND INCLUSION, DRIVING WELL-BEING AND PERFORMANCE**

ITALIE

**D&I** @Edenred

**Edenred Italia** 

Michele Riccardi, HR & CSR Director di





NOTRE SENSIBILISATION AU HANDICAP INVISIBLE

### RAISING AWARENESS OF INVISIBLE DISABILITIES

MOBILIZATION ACTION DURING THE EUROPEAN WEEK FOR THE **EMPLOYMENT OF PEOPLE WITH DISABILITIES** 

## WEBINAR ON WOMEN'S EMPOWERMENT

AS PART OF THE "4 WEEKS FOR INCLUSION" INITIATIVE WHICH **INCLUDES SESSIONS FOR MORE THAN 10,000 PARTICIPANTS UNDER** THE AEGIS OF THE MINISTER FOR EQUAL OPPORTUNITIES AND **FAMILIES** 



### TEAMS COMMITTED TO CREATING VALUE RESPONSIBLY



A day of action for local communities

More than 100 solidarity initiatives organized in 2021

125 associations supported

3,000+ voluntary employees

1,500+ cumulated number of days volunteering





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Edenred

# 2021 annual results

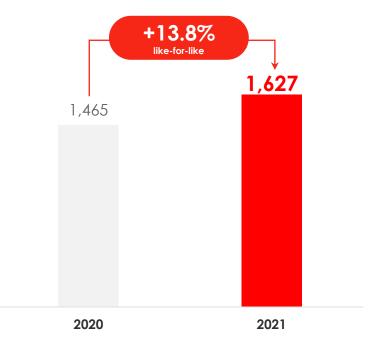
# 1. Double-digit like-for-like growth in all business lines and across all regions

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### RECORD-HIGH TOTAL REVENUE WITH ROBUST DOUBLE-DIGIT GROWTH IN FY 2021

Total revenue in €m



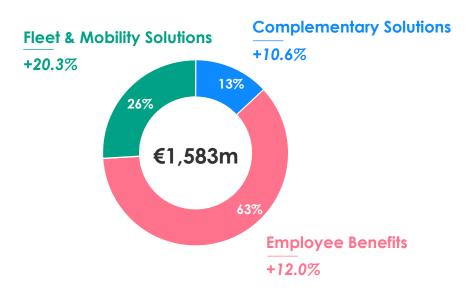
Record-high operating revenue at €1.6bn

Double-digit L/L growth vs. both 2020 and 2019

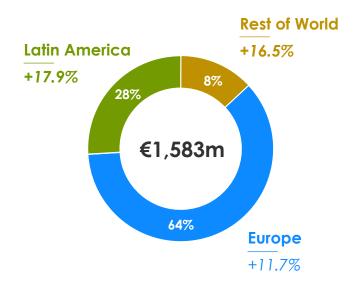


### DOUBLE-DIGIT L/L GROWTH IN ALL BUSINESS LINES AND REGIONS

Operating revenue by business line



### Operating revenue by region





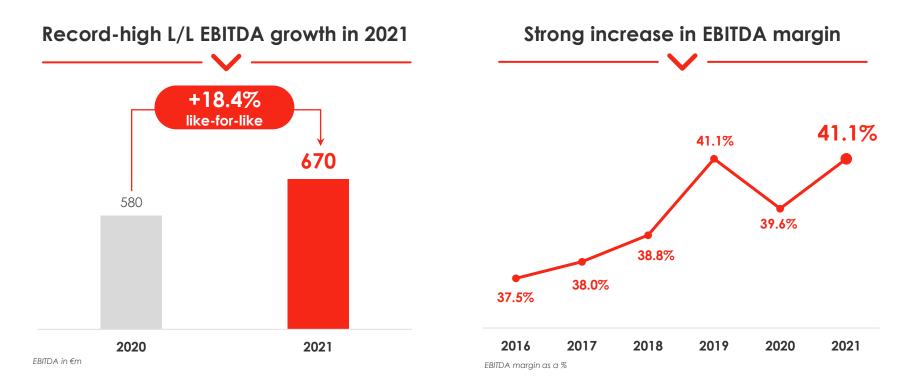
#### e de la companya de l

# 2. Strong topline organic growth translated into record-high EBITDA

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### EBITDA AT ITS HIGHEST LEVEL IN 2021 AT €670M





### SIGNIFICANT INCREASE IN NET PROFIT, GROUP SHARE

In € millions	2021	2020	Reported change
EBITDA	670	580	+15.5%
Net profit, Group share	313	238	+31.4%
	010	200	
EPS, Group share (in €)	1.26	0.97	+29.6%



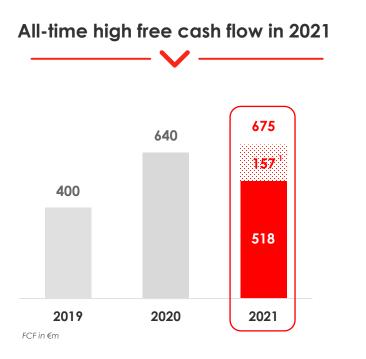
# 3. Record cash generation further improving

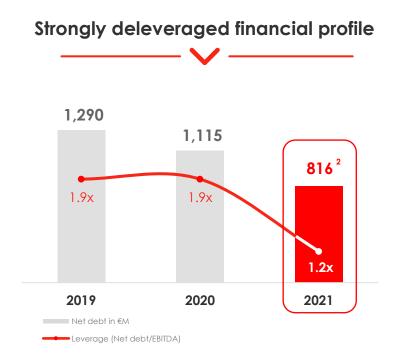
# Edenred's financial profile

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### **RECORD CASH GENERATION DRIVES SIGNIFICANT DECREASE IN LEVERAGE**







1. Non-recurring ADLC fine payment.

2. Excluding ADLC fine payment, net debt would stand at €659m and leverage ratio below 1.0x.

### **CAPITAL ALLOCATION POLICY**

### PROPOSED 2021 DIVIDEND<sup>1</sup>





### **BALANCED CAPITAL DEPLOYMENT**

- Consistent recurring capex policy to further drive innovation and sales
  - Recurring capex = 6-7% of total revenue
- Acquisitive on its 3 business lines
  - More than €1.5bn M&A firepower given current leverage and cash generation
  - Stringent financial and strategic discipline governing investment decisions



Value sharing in 2021

### A HIGH-PERFORMING GROUP FOR THE BENEFIT OF ALL

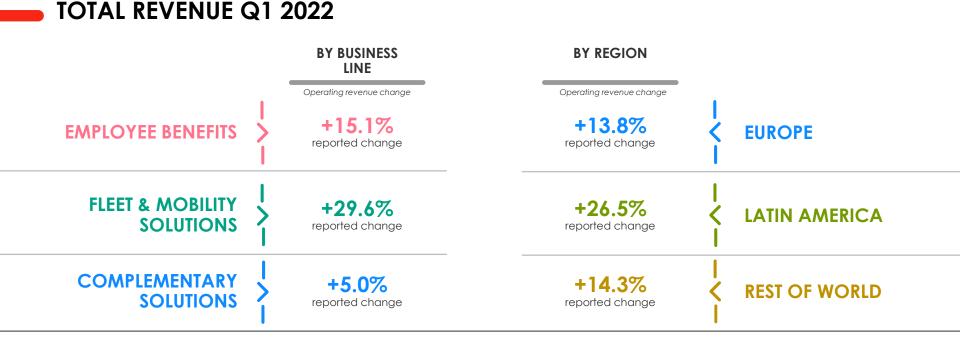
### **€1.2** BILLION OF CREATED AND SHARED VALUE





Edenred

# Q1 2022 Revenue



# TOTAL REVENUE

+17.3% reported change



### **GENERATING SUSTAINABLE AND PROFITABLE GROWTH IN 2022**

Reaffirming Next Frontier strategic plan targets for 2022



### **EVOLUTION OF THE SHARE PRICE SINCE JANUARY 1, 2022**





Note: base as of December 31, 2021, i.e., a price of €40.57 at the close of trading on December 31, 2021.

<sup>(1)</sup> As of May 9, 2022

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# The Board of Directors

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### **Bertrand Dumazy**

•

Chairman and CEO

•

•

### **CORPORATE GOVERNANCE PRINCIPLES**

in compliance with the AFEP-MEDEF Code

### **Current Board practices**

- Board of Directors (13 members)
- ▶ 91%\* independent directors
- ▶ 45%\* women
- Chairman and CEO
- Lead Independent Director Vice-Chairman of the Board of Directors
- 4-year terms of office

### Governance structure

- 3 committees to prepare the Board of Directors' decisions:
  - Audit and Risks Committee
  - Compensation, Appointments and CSR Committee
  - Commitments Committee



## MEMBERSHIP OF THE BOARD OF DIRECTORS

91% of members are qualified as independent directors\*



Francoise Gri\* Lead Independent Director and Vice-Chairman of the Board of Directors



Jean-Paul Bailly\*1 Honorary Chairman of Groupe La Poste

Not renewed<sup>2</sup>



Svlvia Coutinho\* Country Head of UBS Brazil & Head of UBS Wealth Management Latin America



Dominique D'Hinnin\* Chairman of the Board of Directors of Eutelsat Communications SA



1. Terms expiring in 2022. 2. Due to age limit





Gabriele Galateri di Genola\*1 Chairman of Assicurazioni Generali S.p.A.

Renewal

Chairman and Chief Executive

Not renewed<sup>2</sup>

Bertrand Dumazy<sup>1</sup>

Officer of Edenred

Anaeles Garcia-Poveda\* Chairman of Legrand



Chief Executive Officer of Techstars

Renewal



Graziella Gavezotti Employee-representative director



Jean-Bernard Hamel Employee-representative director



Jean-Romain Lhomme\*1 Director of Lake Partners Ltd.

Renewal



Monica Mondardini\* Chief Executive Officer of CIR S.p.A.



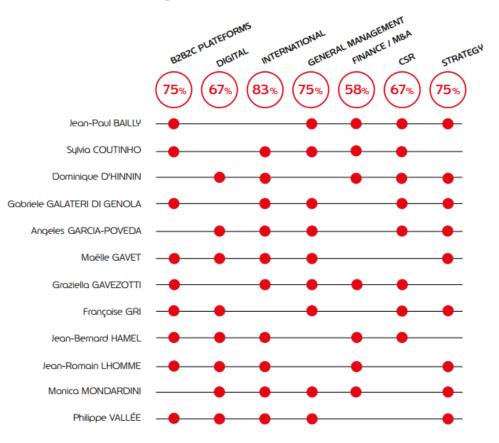
Philippe Vallée\* Executive Vice-President. Digital Identity and Security of Thales





### DIRECTOR SKILLS MATRIX (EXCLUDING THE CHAIRMAN AND CEO)

A combination of skills covering all the Group's business activities





### **RENEWALS PROPOSED IN 2022**

### Renewal of directors (4<sup>th</sup>, 5<sup>th</sup> and 6<sup>th</sup> resolutions – page 366 of the 2021 URD)

#### **Bertrand Dumazy**



- 50 years old, French nationality, graduate of ESCP Europe with an MBA (with distinction) from Harvard Business School.
- Bain & Company, BC Partners, founder of Constructeo. Joined Neopost France in 2005, was appointed Chairman and CEO in the same year, then EVP Finance for the group in 2008. Became Chairman and CEO of the Deutsch group in 2011. Joined the Materis group in 2012 as EVP then CEO and eventually Chairman and CEO of Cromology.
- Bertrand Dumazy has been the **Chairman and CEO** of Edenred since October 2015.

### **Maëlle Gavet**



- 43 years old, French nationality, graduate of Sorbonne University, École Normale Supérieure de Fontenay-Saint-Cloud and IEP de Paris.
- Set up Predstavitelskij dom in 2001. Joined Boston Consulting Group in 2003. Became Sales and Marketing Director of Ozon.ru in 2010, then CEO in 2011. Appointed Executive Vice-President of Global Operations for Priceline group in 2015 then Chief Operating Officer of Compass in 2017. Currently CEO of Techstars.
- Maëlle Gavet is an independent director and a member of the Commitments Committee.

#### Jean-Romain Lhomme



- 46 years old, French nationality, graduate of HEC Business School in Paris in business administration and finance with a minor in international business from ESADE.
- Paribas, Mercer Management Consulting (Oliver Wyman). Joined Colony Capital as Executive Director in 2000. Currently Director of Lake Partners Ltd.
- Jean-Romain Lhomme is an independent director and a member of the Audit and Risks Committee.

### **APPOINTMENT PROPOSED IN 2022**

Appointment of a new independent director (7<sup>th</sup> resolution – page 366 of the 2021 URD)

### Bernardo Sanchez Incera



- 61 years old, Spanish nationality, graduate of Institut d'études politiques de Paris (Sciences Po), holds an MBA from INSEAD and a master's degree in economics.
- Has international and management experience, including in banking, credit and retail, notably with Crédit Lyonnais (1984-1992), Banca Jover Spain (1994-1996), Zara (1996-1999), LVMH (2003-2004), Monoprix (2004-2009) and Société Générale (2009-2018).
- Currently Chairman of the Board of Directors of Coface SA.



### **SELECTION PROCESS FOR DIRECTORS**

- The Compensation, Appointments and CSR Committee uses leading international recruitment firms to help it shortlist candidates
- The shortlist is based on criteria defined by the Board of Directors:
  - Skills matrix
  - Gender balance
  - International experience
- The selection process for directors is presented on page 166 of the 2021 URD



### **APPOINTMENT OF EMPLOYEE-REPRESENTATIVE DIRECTORS**

- The Board of Directors includes two employee-representative directors (Article L.225-27-1 of the French Commercial Code)
- Employee-representative directors are appointed by Edenred SE's Social and Economic Council
- This method of appointment ensures proper representation of the Company's employees



### **GENDER BALANCE AND DIVERSITY**

### On the Board of Directors

- The Board of Directors comprises five woman i.e., 45% – and six men\*
- If the 4<sup>th</sup> to 7<sup>th</sup> resolutions are approved, the Board of Directors will comprise 50% women

### Within management bodies

- Within Edenred, there are roughly 50% women and 50% men
- Within the management bodies, the proportion of women is 34%, versus 21% in 2017
- The Edenred group's policy on gender diversity in management bodies is presented on pages 194-195 of the 2021 URD

red \* Excluding employee directors, in compliance with AFEP-MEDEF Code recommendations.

#### MATTERS ADDRESSED BY THE BOARD IN 2021

#### **Recurring matters**

- Approval of the publication of the 2021 full-year and interim financial statements, 2022 budget
- Group's strategic goals
- Management and analysis of risks and opportunities
- Resolutions proposed to the Combined General Meeting
- Monitoring of shareholder structure
- Monitoring of the implementation of the "People, Planet, Progress" CSR policy
- Compensation of corporate officers and long-term incentive plan for managers
- Annual assessment\* of the practices of the Board and Board Committees

#### Specific matters addressed in 2021

- Adoption of Edenred's purpose: Enrich connections. For good.
- Edenred's conversion into a European Company
- Issuance of sustainability-linked bonds convertible into and/or exchangeable for ordinary new and/or existing shares (OCEANEs) of the Company
- Changes in the membership of the Board of Directors and its committees
- Renewal of the Chairman and CEO's term of office
- Monitoring of the Covid-19 health crisis



#### COMMUNICATION BETWEEN THE BOARD OF DIRECTORS AND THE EXECUTIVE COMMITTEE

#### Extensive, ongoing dialogue...

- Extensive, ongoing dialogue between the members of the Group's Executive Committee and Board of Directors:
  - at the Board of Directors' annual strategic seminar
  - at each Board of Directors meeting on current issues
  - prior to each Board Committee meeting on technical topics

#### ...integrated into the Group's processes

- An onboarding process for directors set up with the members of the Executive Committee
- A high level of satisfaction with Executive Committee participation reported in the Board's annual assessment



#### INFORMATION ON EXECUTIVE SUCCESSION PLANNING

### A far-reaching, regularly renewed process...

- Succession plans reviewed annually by the Compensation, Appointments and CSR Committee and the Board of Directors
- Monitoring of 400 key Group managers
- Specific focus on succession plans for members of the Executive Committee

#### ...to address any eventuality

- Specific review of the Chairman and CEO's succession plan by the Compensation, Appointments and CSR Committee and the Board of Directors
- Distinction made between renewals and vacancies
- Additional information is available on page 191 of the 2021 URD



#### ASSESSMENT OF BOARD PRACTICES AND PROCEDURES

#### Methodology

- A self-assessment once a year and a formal assessment assisted by an external consulting firm every 3 years
- Conducted by the Lead Independent Director and Vice-Chairman of the Board of Directors
- Based on a specific questionnaire in accordance with the recommendations of the AFEP-MEDEF Code

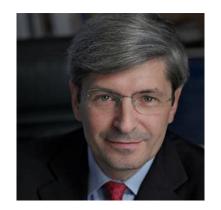
#### Main findings

- Very satisfactory scores that highlight in particular:
  - suitable work to prepare for changes in the composition of the Board of Directors
  - balanced membership of the Board of Directors, particularly in terms of gender representation
  - governance deemed excellent overall, with the level of discussion considered adequate to allow thorough, meaningful exchanges on agenda items as well as detailed minutes
- In terms of **areas for improvement**, even longer discussions could be planned in advance



#### VICE-CHAIRMANSHIP OF THE BOARD OF DIRECTORS AT THE CLOSE OF THE GENERAL MEETING

#### Dominique D'Hinnin



The Board of Directors has decided to appoint Dominique D'Hinnin (independent director since 2017) to replace Françoise Gri (no longer considered independent as of June 2022) as Lead Independent Director and Vice-Chairman of the Board of Directors as of the close of the General Meeting.



#### MEMBERSHIP OF THE BOARD COMMITTEES AS OF THE CLOSE OF THE GENERAL MEETING, SUBJECT TO APPROVAL OF THE 4<sup>TH</sup> TO 7<sup>TH</sup> RESOLUTIONS

#### AUDIT AND **RISKS COMMITTEE**



Monica

Bernardo Sanchez Incera

Chairman



Dominique D'Hinnin Mondardini



Graziella Gavezotti<sup>1</sup>





Dominique D'Hinnin Chairman

Svlvia Coutinho





Maëlle Gavet

Jean-Bernard Hamel<sup>1</sup>

Philippe Vallée

COMMITMENTS

COMMITTEE



Jean-Romain

Lhomme

Chairman



### The Audit and Risks Committee

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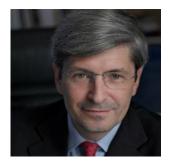
Dominique D'Hinnin

•

Chairman of the Audit and Risks Committee

• • • •

#### **CURRENT COMPOSITION OF THE AUDIT AND RISKS COMMITTEE**



Dominique D'Hinnin



Jean-Paul Bailly



Jean-Romain Lhomme

PROPORTION OF INDEPENDENT DIRECTORS	NUMBER OF MEETINGS IN 2021	ATTENDANCE RATE IN 2021		
100%	4	100%		



#### **DUTIES AND WORK OF THE COMMITTEE IN 2021**

An effective risk management system reviewed annually

#### Main duties

- Ensuring that the accounting policies are appropriate and applied consistently
- Monitoring the process for the preparation of financial information
- Checking that internal reporting and control procedures provide adequate assurance concerning the reliability and completeness of financial information
- Controlling Group risk exposure and the quality of internal controls

#### Main work in 2021

- Review of the full-year parent company financial statements, the consolidated full-year and interim financial statements and the annual budget
- Review of the financial communication processes
- Internal audit and control work
- Review of legal and tax risks and compliance and cybersecurity issues
- Review of the investment policy
- Impacts related to the Covid-19 health crisis
- Risk mapping work, including CSR risks, and follow-up of remedial action
- Work on personal data protection
- Development and implementation of the Group's anticorruption policy



# PRESENTATION OF THE ETHICS, COMPLIANCE AND INTERNAL CONTROL SYSTEM

### A charter of ethics that reflects the Group's strong commitment

- Business conduct
- Human rights
- Environment
- Local community development

#### Monitored risks and associated action plans

- Risk map updated in 2021
- Internal control system

#### Training for all employees on key compliance

**issues**: diversity, personal data protection, antimoney laundering, competition law, anticorruption, charter of ethics

### Particular attention paid to CSR risks and their inclusion in the risk map

- Adaptation of operations to the effects of global warming
- Reduction of greenhouse gas emissions

### Identifying and combating fraud in the context of increasing digitalization

- Monitoring
- Awareness
- Sharing of best practices
- Updating of procedures
- Implementation of a real-time transaction monitoring tool



# The Compensation, Appointments and CSR Committee

• • • • • • •

<u>Françoise Gri</u>

Lead independent Director Vice-President of the Board of Directors Chairman of the Compensation, Appointments and. CSR Committee

# CURRENT COMPOSITION OF THE COMPENSATION, APPOINTMENTS AND CSR COMMITTEE



Françoise Gri





Gabriele Galateri di Genola

Sylvia Coutinho



#### **DUTIES AND WORK OF THE COMMITTEE IN 2021**

#### Main duties

- Prepare the Board's decisions regarding changes in the composition of the Company's management bodies
- Renewal of the Chairman and CEO's term of office
- Preparation of the Board of Directors' decisions concerning the Chairman and CEO's compensation and implementation of the incentive plan for executives

#### Main work in 2021

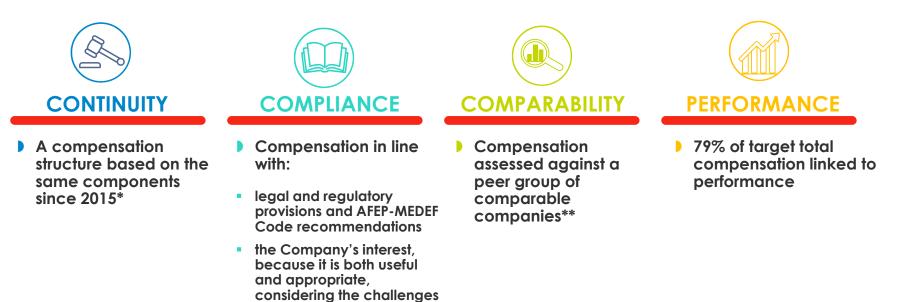
- Review of the composition of the Board of Directors: independence, gender balance, onboarding of new directors and renewals as well as the composition of the committees.
- Work on the Group's "People, Planet, Progress" CSR policy, the human resources policy and diversity within management bodies
- Proposed breakdown of directors' compensation for the 2020 financial year and increase in this compensation as from 2021
- Performance share allocation policy
- Proposals related to the determination of the Chairman and the CEO's compensation
- Review of succession plans for Executive Management and senior executives
- Results of the Group's employee engagement survey



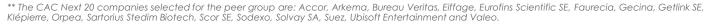
#### CHAIRMAN AND CHIEF EXECUTIVE OFFICER'S COMPENSATION POLICY (1/2)

Ex-ante vote (8<sup>th</sup> resolution – pages 200-208 of the 2021 URD)

associated with the Next Frontier strategic plan



\* Date Bertrand Dumazy first appointed.



#### CHAIRMAN AND CHIEF EXECUTIVE OFFICER'S COMPENSATION POLICY (2/2)

Ex-ante vote (8<sup>th</sup> resolution – pages 200-208 of the 2021 URD)

### Gross annual fixed compensation

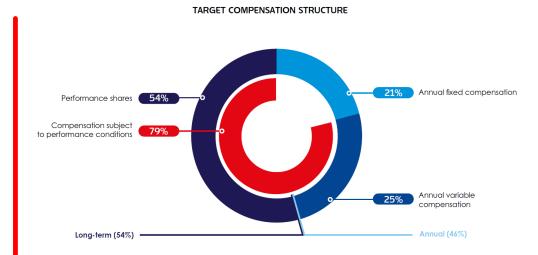
€980,000

# Gross annual variable compensation

120% of fixed compensation as the target (maximum of 180% in the event of outperformance)

#### Long-term compensation

Free allocation of performance shares Up to 120% of fixed and target variable compensation



- 79% of compensation linked to Edenred's performance
- 54% of compensation linked to Edenred's long-term performance



#### **BERTRAND DUMAZY'S COMPENSATION FOR 2021**

Ex-post vote (11<sup>th</sup> resolution – pages 217-220 of the 2021 URD)

#### Compensation in line with the compensation policy approved by the General Meeting in 2021

Gross annual fixed compensation	€825,000
Gross annual variable compensation	€1,485,000
Long-term compensation	<b>54,033 shares</b> valued at €2,178,000 <sup>1</sup>



#### ALIGNING MANAGEMENT COMPENSATION WITH EMPLOYEE COMPENSATION AND COMPANY PERFORMANCE

	2018	2021	Variation
Scope : Edenred SE1Ratio of the Chairman and CEO's compensation3 to mean employee compensation4	29	31	
Scope : Total France2Ratio of the Chairman and CEO's compensation3 to mean employee compensation4	67	67	<b>→</b>
	2018	2021	
Company's EBITDA	<b>→</b> +25.0% <b>→</b>		
Annual <b>fixed and variable</b> compensation of the Chairman and CEO <sup>3</sup>	<b>→</b> +5.2% <b>→</b>		

- 1. Edenred SE employees.
- 2. Edenred France, ProwebCE and Edenred SE employees.
- 3. Fixed compensation, annual variable portion paid during the financial year in respect of the prior financial year, performance shares allocated during the financial year and valued in accordance with IFRS and benefits in kind.
- 4. Fixed compensation, annual variable portion paid during the financial year in respect of the prior financial year, performance shares allocated during the financial year and valued in accordance with IFRS, and benefits in kind and employee savings.

#### **COMPENSATION OF DIRECTORS**

Ex-ante and ex-post vote

#### Compensation policy unchanged versus 2021

#### Ex-ante vote

(9th resolution - pages 200-202 of the 2021 URD)

Principles in line with the recommendations of the AFEP-MEDEF Code and identical to the compensation policy approved by the General Meeting in May 2021

- Variable portion (representing the largest part of compensation) that takes into account attendance
- Additional amount allocated to members of the Board Committees
- Amount that reflects the level of responsibility assumed and time spent in the role of director
- €800,000

#### 2021 compensation

#### Ex-post vote

(10<sup>th</sup> resolution – pages 209-210 of the 2021 URD)

Compensation in line with the compensation policy approved by the General Meeting in 2021

- ▶ Total amount of €800,000
- Chairman and CEO not compensated for director duties

Overall amount awarded for the 2021 financial year

**€738,850** (92.3% of the €800,000)



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- 1. Edenred, a unique and virtuous intermediation platform
- 2. A self-disruption operated over the last 6 years...
- 3. ... to generate sustainable and profitable growth
- 4. Edenred teams, the key to success
- 5. 2021, a record year
- 6. Governance guarantees the Group's performance

#### 7. Auditors' reports

- 8. Questions & Answers
- 9. Presentation and voting on the proposed resolutions

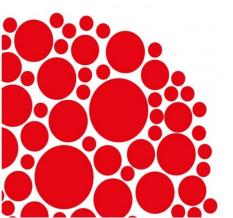




#### Auditors' reports

Year-ended December 31, 2022 Patrick E. SUISSA

Annual Shareholders' Meeting – May 11, 2022







Resolutions 1 & 2

- In our opinion, the consolidated financial statements give a true and fair view of the results of operations of its financial position and of its assets and liabilities as of December 31, 2021
- Consolidated accounts : 3 Key Audit Matters
  - Valuation of goodwill and intangible assets
  - Recognition of the liability relating to service vouchers in circulation funds to be redeemed
  - Valuation for provisions relating to litigations, claims and tax risks
- Point of attention : presentation of the consolidated financial statements according to the European single electronic format, « ESEF »
  - The presentation of the consolidated financial statements included in the annual financial report complies, in all material
  - respects, with the European single electronic format
- Annual statutory accounts of Edenred SE : 1 Key Audit Matter
  - Valuation of shares and loans and advances to subsidiaries

#### Auditors' reports *Other reports & certificates*



#### Resolutions 12, 15, 16, 17, 18, 19, 20 & 22

- Special Auditors' report on the related-party agreements Resolution 12
  - We have not been notified of any agreements authorized during the year ended December 31, 2021 to be submitted to the Annual General Meeting or any agreements previously approved by the Annual General Meeting whose implementation continued during the year ended December 31, 2021
- Report on the reduction of capital Resolution 15
  - We have no matters to report as to the terms and conditions of the proposed reduction in capital
- Report on the issue of shares and/or various marketable securities with retention and/or cancellation of preferential subscription rights – *Resolutions* 16 à 20 & 22
  - We have no matters to report as to the terms and conditions of the proposed operations in capital
- Other certificates and report non submitted to the shareholders' vote
  - Certificates related to the best salaries and the sponsorship expenses
  - Report of the 'Organisme Tiers Indépendant' on the CSR information Annual Shareholders' Meeting – May 11, 2022

# CONTENTS

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#### 8. Questions & Answers

9. Presentation and voting on the proposed resolutions

**Edenred** 

### **Questions & Answers**

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- 9. Presentation and voting on the proposed resolutions

# Presentation and voting on the proposed resolutions

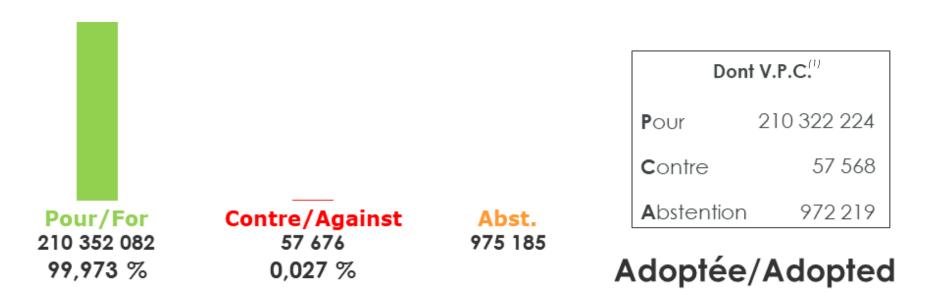
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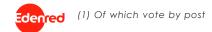
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Philippe Relland-Bernard Session secretary (General Counsel)



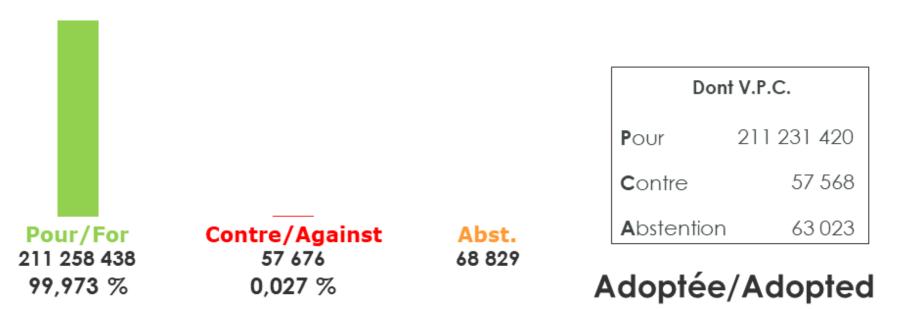
APPROVAL OF THE COMPANY'S FINANCIAL STATEMENTS FOR THE FINANCIAL YEAR ENDED DECEMBER 31, 2021







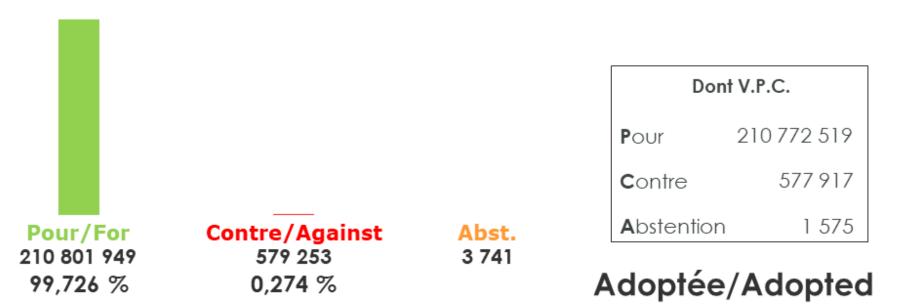
APPROVAL OF THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE FINANCIAL YEAR ENDED DECEMBER 31, 2021







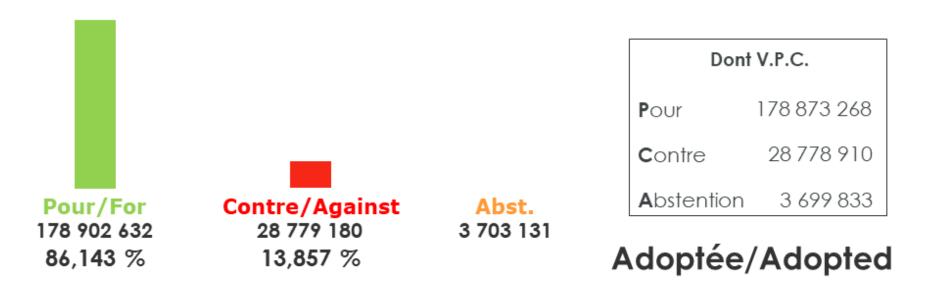
APPROPRIATION OF PROFIT FOR THE FINANCIAL YEAR ENDED DECEMBER 31, 2021 AND SETTING OF THE DIVIDEND







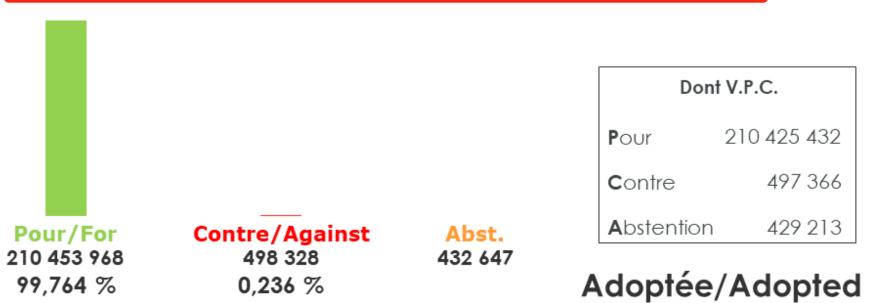
**RENEWAL OF MR. BERTRAND DUMAZY** AS A DIRECTOR







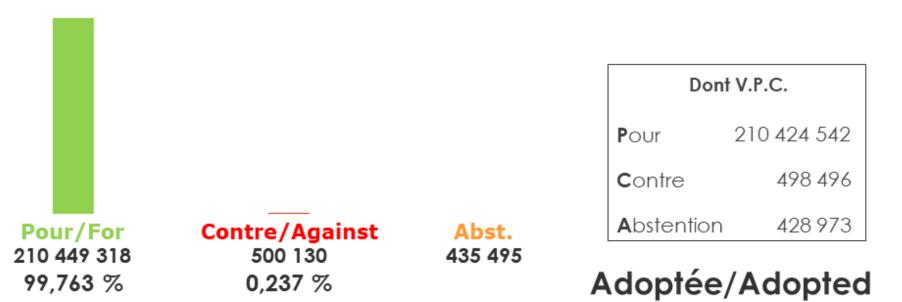
RENEWAL OF MS. MAËLLE GAVET AS A DIRECTOR







RENEWAL OF MR. JEAN-ROMAIN LHOMME AS A DIRECTOR







APPOINTMENT OF MR. BERNARDO SANCHEZ INCERA AS A DIRECTOR

Contre/Against

448 057

0,212 %



Adoptée/Adopted



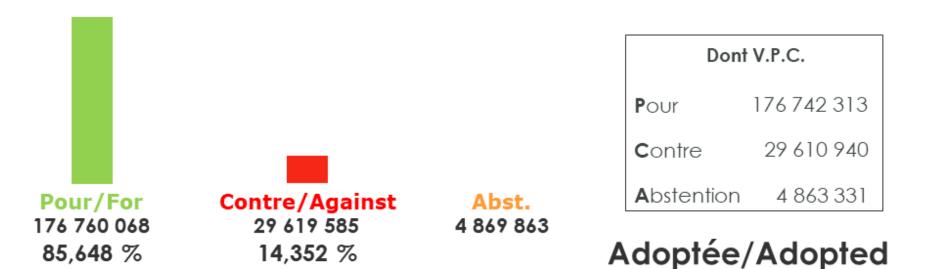
**Pour/For** 

210 503 790

99,788 %



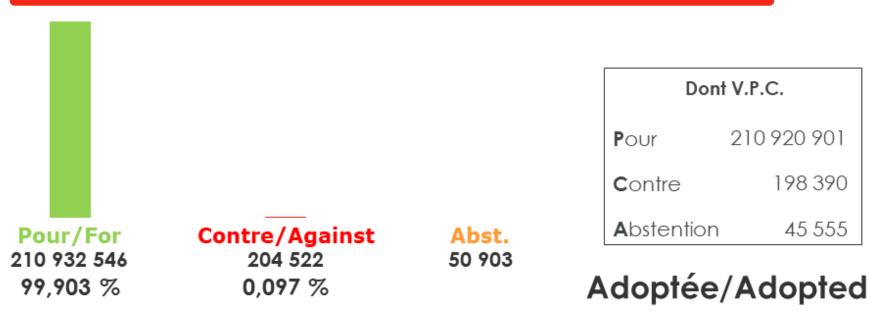
APPROVAL OF THE COMPENSATION POLICY FOR THE CHAIRMAN AND CHIEF EXECUTIVE OFFICER







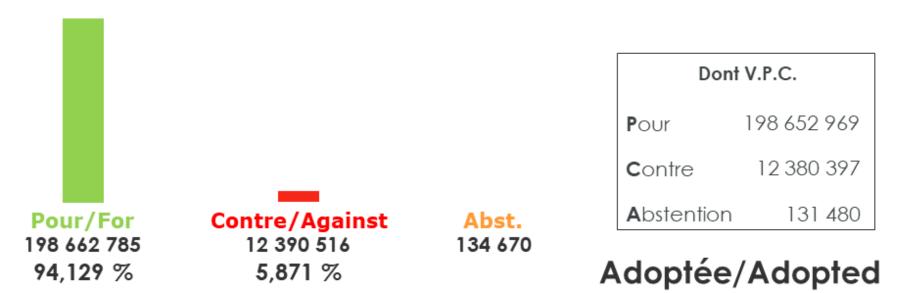
APPROVAL OF THE COMPENSATION POLICY FOR THE MEMBERS OF THE BOARD OF DIRECTORS (EXCLUDING THE CHAIRMAN AND CEO)





#### **10<sup>TH</sup> RESOLUTION**

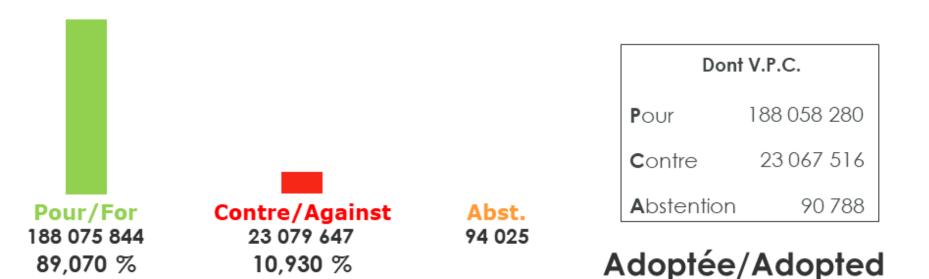
APPROVAL OF THE REPORT ON CORPORATE OFFICERS' COMPENSATION FOR THE 2021 FINANCIAL YEAR (GLOBAL EX-POST)





## **11<sup>TH</sup> RESOLUTION**

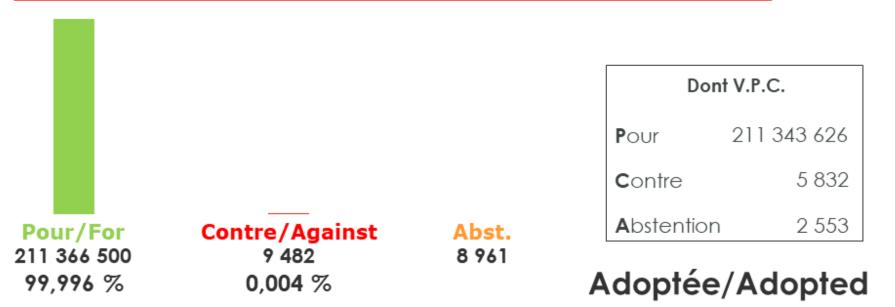
APPROVAL OF THE 2021 COMPENSATION COMPONENTS FOR BERTRAND DUMAZY (SPECIFIC EX-POST)







APPROVAL OF THE STATUTORY AUDITORS' SPECIAL REPORT ON RELATED-PARTY AGREEMENTS







**REAPPOINTMENT OF ERNST & YOUNG AUDIT AS STATUTORY AUDITOR** 

0,637 %



## Adoptée/Adopted

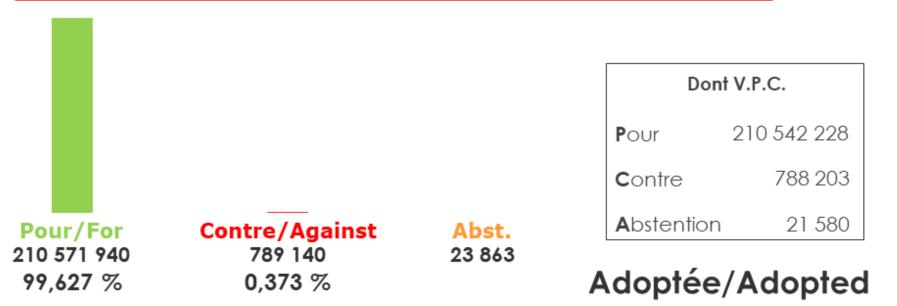


Pour/For 210 030 982

99,363 %



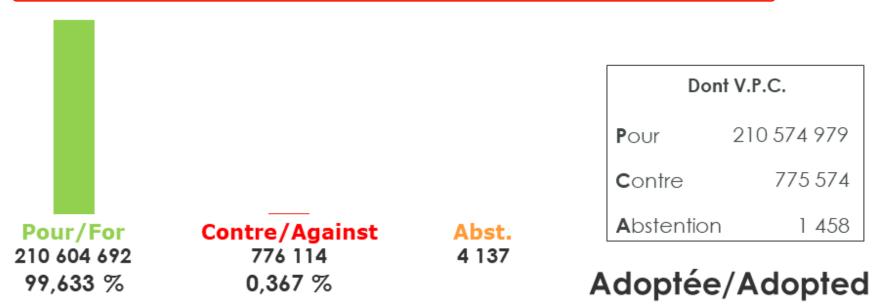
AUTHORIZATION GRANTED TO THE BOARD OF DIRECTORS TO TRADE IN THE COMPANY'S SHARES



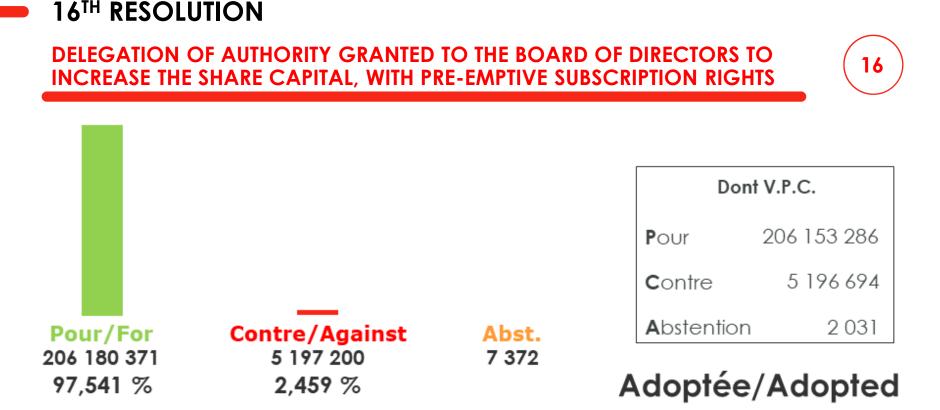




AUTHORIZATION GRANTED TO THE BOARD OF DIRECTORS TO REDUCE THE COMPANY'S SHARE CAPITAL BY CANCELING SHARES











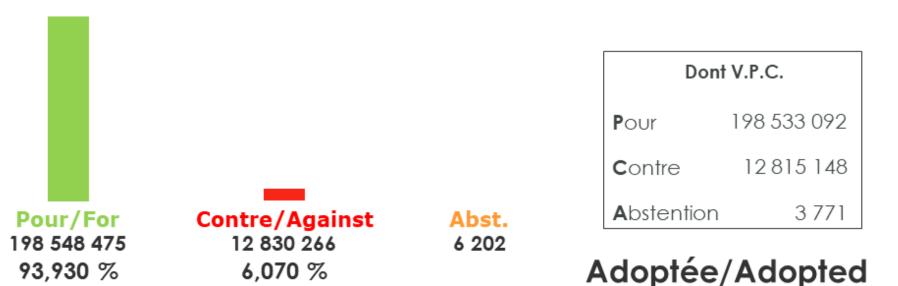
DELEGATION OF AUTHORITY GRANTED TO THE BOARD OF DIRECTORS TO INCREASE THE SHARE CAPITAL, WITHOUT PRE-EMPTIVE SUBSCRIPTION RIGHTS, BY PUBLIC OFFER



			Dor	Dont V.P.C.	
			Pour	206 407 570	
			<b>c</b> ontre	4 941 344	
Pour/For 206 423 000 97,655 %	Contre/Against 4 956 199 2,345 %	<mark>Abst.</mark> 5 744	<b>A</b> bstention	a 3 097	
			Adoptée	Adopted	



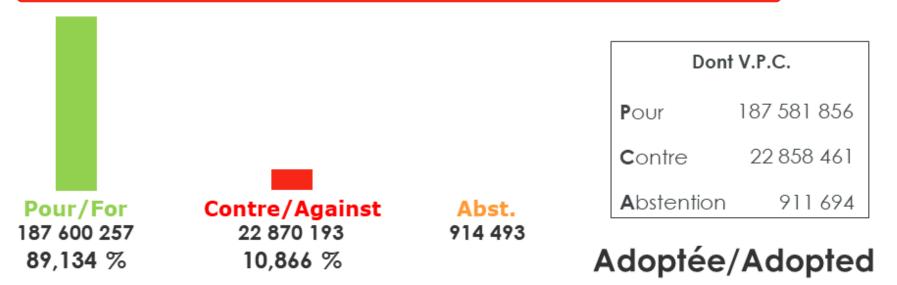
DELEGATION OF AUTHORITY GRANTED TO THE BOARD TO INCREASE THE SHARE CAPITAL, WITHOUT PRE-EMPTIVE SUBSCRIPTION RIGHTS, THROUGH AN OFFER ADDRESSED EXCLUSIVELY TO A RESTRICTED CIRCLE OF INVESTORS







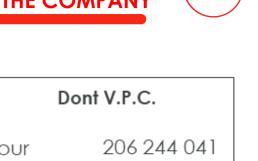
AUTHORIZATION GRANTED TO THE BOARD OF DIRECTORS TO INCREASE THE AMOUNT OF ISSUANCES WITH OR WITHOUT PRE-EMPTIVE SUBSCRIPTION RIGHTS (GREENSHOE)

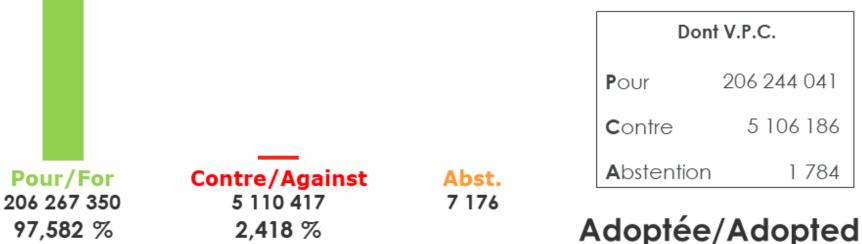






DELEGATION OF AUTHORITY GRANTED TO THE BOARD OF DIRECTORS TO **INCREASE THE SHARE CAPITAL, WITHOUT PRE-EMPTIVE SUBSCRIPTION RIGHTS,** AS CONSIDERATION FOR CONTRIBUTIONS IN KIND MADE TO THE COMPANY

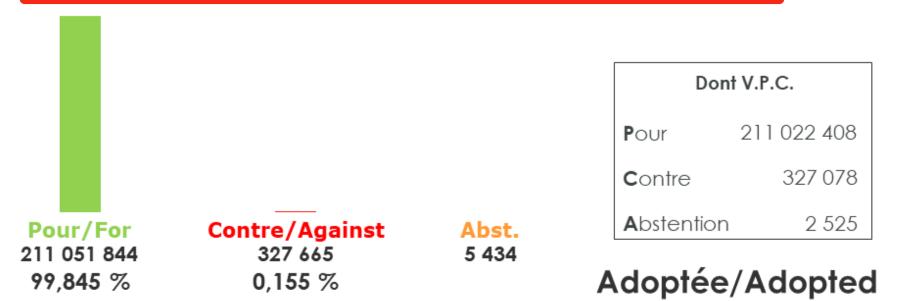








DELEGATION OF AUTHORITY GRANTED TO THE BOARD OF DIRECTORS TO INCREASE THE SHARE CAPITAL THROUGH CAPITALIZATION OF RESERVES, PROFITS, PREMIUMS OR OTHER ELIGIBLE ITEMS







DELEGATION OF AUTHORITY GRANTED TO THE BOARD TO INCREASE THE SHARE CAPITAL, WITHOUT PRE-EMPTIVE SUBSCRIPTION RIGHTS, THROUGH AN ISSUANCE RESERVED FOR MEMBERS OF A COMPANY SAVINGS PLAN



			Dor	Dont V.P.C.	
			Pour	199 768 670	
			<b>c</b> ontre	11 580 285	
Pour/For	99 791 561 11 586 069	<mark>Abst.</mark> 7 313	Abstention	3 056	
199 791 561 94,519 %			Adoptée	Adopted	





Dont V.P.C. 211 348 129 Pour 2 2 0 7 Contre **A**bstention 1 675 **Pour/For** Contre/Against Abst. 211 377 764 2 2 6 7 4 9 1 2 Adoptée/Adopted 99,999 % 0,001 %

POWERS TO CARRY OUT FORMALITIES

## 23<sup>RD</sup> RESOLUTION



## We cennect, You UIN

